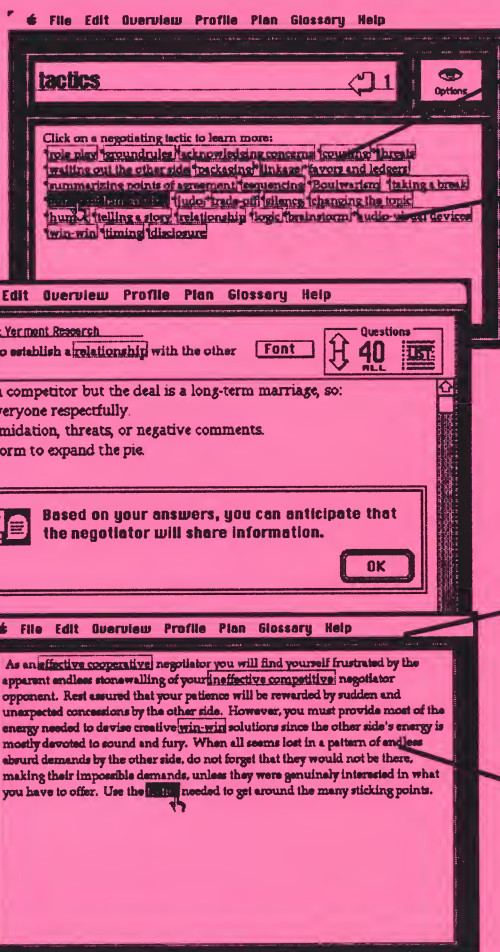


Brooks Hall  
Booth #5003

# You Don't Have to Be Born a Great Negotiator to Become One.

*Negotiator Pro* moves you into Computer-Aided Negotiation so you and your organization achieve much more success. It is the personal and business improvement tool for the nineties!



## Be Prepared

Prepare for every part of a negotiation.

## New Options

Hypertext teaches strategies and powerful skills. Tap into 27 tactics, including 10 to overcome obstinate negotiators.

## Unify Teams

Prepare with others or transfer information across divisions and over time—without unnecessary meetings. Keep management better informed.

## Brainstorming Tool

Call up interactive *To Do* lists to manage yourself and others.

## Stimulate Creativity

- Bring gut feelings into awareness.
- Be sensitive to other parties.
- Visualize new opportunities.

## Expert System

Helps you use the right strategies and tactics for each negotiation.

## Access Histories

Improve relationships by accessing previous negotiations and profiles of negotiators.

## Expert System Assists your Preparation.

Be ready for the other side after the small expert system analyzes you negotiating style, the other side's style, and suggests how to control the interaction.

## You Don't Need a Manual.

Help and an extensive Glossary of negotiating terms make *Negotiator Pro* easy.

## System Requirements

Mac Plus or above with Hard Disk and Hypercard.

## Organize for Success

- Guarantee good preparation and uniformity.
- Stimulate creative brainstorming.
- Identify key issues, feelings, and solutions.
- Print a Briefing Book to bring to the negotiation.
- Created by Dan Burnstein, Chair of the American Bar Association's Negotiating Skills Interest Group and an Associate at the Harvard Program on Negotiation.

**Ask for a free copy of Dan Burnstein's wallet card  
*Secrets of Negotiation Success!***

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